

Quijano, Ana

From: Steve Ortega [REDACTED]
Sent: Monday, September 24, 2012 2:15 PM
To: Quijano, Ana
Subject: Fw: Re: IT Purchase on Agenda Tomorrow - (non ambulance related)

"To love one's city - and have a part in its advancement and improvement - is the highest privilege and duty of a citizen." -Daniel H. Burnham

--- On Mon, 2/27/12, Niland, Cortney <NilandCC@elpasotexas.gov> wrote:

From: Niland, Cortney <NilandCC@elpasotexas.gov>
Subject: Re: IT Purchase on Agenda Tomorrow - (non ambulance related)
To: "Scott Adkins" <scott.adkins@cityofel Paso.org>, "Wilson, Joyce A." <WilsonJA@elpasotexas.gov>
Cc: "[REDACTED]" <[\[REDACTED\]](mailto:[REDACTED])>
Date: Monday, February 27, 2012, 6:58 PM

Scott

I did not ask you to point out contracts/bids that are concerning to you to my office. I told you these matters should be directed and handled through the City Manager office. We have an open, transparent and very thorough bidding process that the City Managers oversees. Politics nor politicians should be involved. Please direct your inquiry to City Manager.

Sincerely,
Cortney

Cortney Carlisle Niland
[REDACTED]

On Feb 27, 2012, at 5:27 PM, Scott Adkins <scott.adkins@cityofel Paso.org> wrote:

Steve,

You asked me to let you know as IT bids came up that I thought were concerning and there is one on the agenda for tomorrow – Item 7E. My concern is that this is a continued push for the City to move to a single vendor platform (one that is the most expensive and not necessary) and that the City is awarding contracts to out of town firms when there are local businesses capable of providing the equipment and services (not Currey Adkins):

The purchase is being made under a DIR contract which allows the City to Purchase directly from a listed vendor without taking the purchase through an RFP process. The DIR contract itself is actually directly between the State of Texas and a company called EC America. Prices are fixed under the contract for any entity wishing to purchase under the contract. EC America has twelve "Reseller Vendors" which are allowed to sell and install the services under the contract, all at the fixed pricing set in the contract. My concerns stem from the following:

1. Prior to this proposed PO, the City has purchased \$1,354,505.53 directly from this vendor under DIR contract DIR-SDD-1385 since October 2010.
2. Through November 29, 2011, it was stated on the City Agenda backup documents that Sigma Solutions did not have a local presence. The backup now states this purchase supports local business – “Sigma has their corporate office in San Antonio, Texas and a local office in El Paso, Texas.” While Sigma Solutions has a 915 area code phone number, their website shows several office location but nothing in El Paso. A search for an El Paso office address today came up inconclusive. The Cisco partner portal does not list Sigma Solutions as an El Paso partner.
3. There is an El Paso vendor, Varay Systems, listed under the same DIR contract.
4. Previous PO requests, including one for \$967,573.87, have stated a local vendor could not replicate the interfaces provided by Sigma Solutions under the contract. A vendor listed under the contract is certified by Cisco (the manufacturer) to the State of Texas as being able to complete the services available for purchase under the contract. By definition of being list on the contract a local provider, Varay Systems, would have the capability. Varay is a direct competitor of ours but at least the money would stay in El Paso.
5. In all these purchases, over \$1.3 million, price reasonableness is said to have been met because it is being purchased under a DIR contract. Have they actually compared the costs to other manufacturers such as Avaya and Mitel that also have DIR contracts?
6. The Summary Form states the need to purchase the new equipment because the old system “was previously maintained by the prior medical billing provider. If an operational issue arises on the system the maintenance and support is no longer provided.” Currey Adkins (among several other vendors) is available for maintenance and support and was asked to perform service for the Fire Department as recently as November 2011.

Again, you asked me to let you know if I saw purchase items on the agenda that raised concern. I strongly believe these are the types of practices that will continue to significantly stunt local Economic Development and push businesses to leave El Paso.

Thanks,
Scott